

UNITED STATES DEPARTMENT OF JUSTICE
WASHINGTON, D.C. 20530

SUPPLEMENTAL STATEMENT

Pursuant to Section 2 of the Foreign Agents
Registration Act of 1938, as Amended

JUL 29 1967

For Six Months Period Ending _____
(Insert date)

Name of Registrant

Registration No. 1421

Development Counsellors International, Ltd.
Business Address of Registrant
20 East 46 Street, New York, N.Y.

I - REGISTRANT

1. Has there been a change in the information previously furnished in connection with the following:

(a) If an individual:

(1) Residence address	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
(2) Citizenship	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
(3) Occupation	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>

(b) If an organization:

(1) Name	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
(2) Ownership or control	Yes <input checked="" type="checkbox"/>	No <input type="checkbox"/>
(3) Branch offices	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>

2. Explain fully all changes, if any, indicated in Item 1.

Emanuel T. Ellenis, Vice President, is now a 30% corporate partner in the registrant firm. Ted M. Levine, President, is a 70% corporate partner. Mr. Ellenis has already filed individual registration forms as a member of the registrant firm.

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, and 5.

3. Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period? Yes ☒ No ☐

If yes, furnish the following information:

Name	Position	Date Connection Ended
Samuel Z. Levine	Chairman	April 1, 1967

4. Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?
Yes ☒ No ☐

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Citizenship</i>	<i>Position</i>	<i>Date Assumed</i>
Emanuel T. Ellenis	103 Village Hill Dr. Dix Hills, Commack, L.I., N.Y.	USA	Vice Pres.	4/1/67 (became 30% corporate partner)

5. Has any person named in Item 4 rendered services directly in furtherance of the interests of any foreign principal? Yes ☐ No ☒

If yes, identify each such person and describe his services.

6. Have any employees or individuals other than officials, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period?
Yes ☐ No ☒

If yes, furnish the following information:

<i>Name</i>	<i>Position or connection</i>	<i>Date terminated</i>
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7. During this 6 month reporting period have any persons been hired as employees or retained in any other capacity by the registrant who rendered services to the registrant directly in furtherance of the interests of any foreign principal in other than a clerical or secretarial, or in a related or similar capacity?
Yes ☐ No ☒

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Position or connection</i>	<i>Date connection began</i>
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II - FOREIGN PRINCIPAL

8. Has your connection with any foreign principal¹ ended during this 6 month reporting period?

Yes ☐ No ☒

If yes, furnish the following information:

Name of foreign principal

Date of Termination

Not applicable

9. Have you acquired any new foreign principal¹ during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish following information:

Name and address of foreign principal

Date acquired

Not applicable

10. List all of your other foreign principals.¹

Nova Scotia Trade & Industry Department, Halifax, Nova Scotia, Canada

III - ACTIVITIES

11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 8, 9 and 10 of this statement? Yes ☒ No ☐

If yes, identify each such foreign principal and describe in full detail your activities and services:

Nova Scotia Trade & Industry Branch: we have attached monthly activity reports describing our activities on behalf of this foreign principal.

¹ The term "foreign principal" includes an individual or organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual.

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity² as defined below?

Yes ☐ No ☒

If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose.

Not applicable

13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits any or all of your foreign principals?

Yes ☐ No ☒

If yes, describe fully.

Not applicable

² The term "political activities" means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests policies, or relations of a government of a foreign country or a foreign political party.

IV - FINANCIAL INFORMATION

14. (a) RECEIPTS - MONIES

Have you received from any foreign principal named in Items 8, 9 and 10 of this statement any contributions, income or money either as compensation or otherwise during this 6 month reporting period?

Yes ☒ No ☐

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies.³

Date	From Whom	Purpose	Amount
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See attached

Total

14. (b) RECEIPTS - THINGS OF VALUE

During this 6 month reporting period, have you received for whatever purpose any thing of value⁴ other than money from any foreign principal named in Items 8, 9 and 10 of this statement?

Yes ☐ No ☒

If yes, furnish the following information:

Name of foreign principal	Date Received	Description of thing of value	Purpose
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Not applicable

³ A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. See Rule 201(e).

⁴ Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) DISBURSEMENTS - MONIES

During this 6 month reporting period, have you for whatever purpose disbursed or expended monies in connection with activity on behalf of any foreign principal named in Items 8, 9 and 10 of this statement?

Yes ☒ No ☐

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies, including monies transmitted, if any, to each foreign principal.

<i>Date</i>	<i>To Whom</i>	<i>Purpose</i>	<i>Amount</i>
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See attached

~~NO DISBURSEMENTS~~

Total

15. (b) DISBURSEMENTS - THINGS OF VALUE

During this 6 month reporting period, have you for whatever purpose disposed of any thing of value⁴ other than money in furtherance of or in connection with activities on behalf of any foreign principal named in Items 8, 9 and 10 of this statement?

Yes ☐ No ☒

If yes, furnish the following information:

<i>Date disposed</i>	<i>Name of person to whom given</i>	<i>On behalf of what foreign principal</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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Not applicable

(c) DISBURSEMENTS - POLITICAL CONTRIBUTIONS

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office? Yes ☐ No ☒

If yes, furnish the following information:

<i>Date</i>	<i>Amount or thing of value</i>	<i>Name of political organization</i>	<i>Name of candidate</i>
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Not applicable

V - POLITICAL PROPAGANDA

(Section 1(j) of the Act defines "political propaganda" as including any oral, visual, graphic, written, pictorial, or other communication or expression by any person (1) which is reasonably adapted to, or which the person disseminating the same believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, or in any other way influence a recipient or any section of the public within the United States with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party or with reference to the foreign policies of the United States or promote in the United States racial, religious, or social dissensions, or (2) which advocates, advises, instigates, or promotes any racial, social, political, or religious disorder, civil riot, or other conflict involving the use of force or violence in any other American republic or the overthrow of any government or political subdivision of any other American republic by any means involving the use of force or violence.)

16. Have your activities on behalf of any foreign principal during this 6 month reporting period included the preparation or dissemination of political propaganda as defined above? Yes ☐ No ☒

IF YES, RESPOND TO THE REMAINING ITEMS IN THIS SECTION V.

17. Identify each such foreign principal.

Not applicable

⁴ Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

18. During this 6 month reporting period, has any foreign principal established a budget or allocated a specified sum of money to finance your activities in preparing or disseminating political propaganda?

Yes ☐ No ☒

If yes, identify each such foreign principal, specify amount, and indicate for what period of time.

Not applicable

19. Did your activities in preparing or disseminating political propaganda during this 6 month reporting period include the use of any of the following: Not applicable

☐ Radio or TV broadcasts ☐ Magazine or newspaper articles ☐ Motion picture films ☐ Letters or telegrams
☐ Advertising campaigns ☐ Press releases ☐ Pamphlets or other publications ☐ Lectures or speeches
☐ Other (specify) _____

20. Did you disseminate political propaganda during this 6 month reporting period among any of the following groups: Not applicable

☐ Public Officials ☐ Newspapers ☐ Libraries
☐ Legislators ☐ Editors ☐ Educational institutions
☐ Government agencies ☐ Civic groups or associations ☐ Nationality groups
☐ Other (specify) _____

21. What language was used in this political propaganda: Not applicable

☐ English ☐ Other (specify) _____

22. Did you file with the Registration Section, Department of Justice, two copies of each item of political propaganda material disseminated during this 6 month reporting period? Not applicable

Yes ☐ No ☐

23. Did you label each item of political propaganda disseminated with the statement required by Section 4(b) of the Act? Yes ☐ No ☐ Not applicable

24. Did you file with the Registration Section, Department of Justice, a Dissemination Report for each item of political propaganda material disseminated as required by Rule 401 under the Act?

Yes ☐ No ☐ Not applicable

VI - EXHIBITS AND ATTACHMENTS

25. EXHIBITS A AND B

- (a) Have you filed for each of the newly acquired foreign principals in Item 9 the following:

Exhibit A⁵ Yes ☐ No ☐
Exhibit B⁶ Yes ☐ No ☐ Not applicable

If no, please attach the required exhibit.

- (b) Have there been any changes in the Exhibits A and B previously filed for any foreign principal whom you represented during this six month period?

Yes ☐ No ☒

If yes, have you filed an amendment to these exhibits? Yes ☐ No ☐

If no, please attach the required amendment.

⁵ The Exhibit A, which is filed on Form DJ-306, sets forth the information required to be disclosed concerning each foreign principal.

⁶ The Exhibit B, which is filed on Form DJ-304, sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

26. EXHIBIT C

If you have previously filed an Exhibit C⁷, state whether any changes therein have occurred during this 6 month reporting period.

Yes ☐ No ☒

If yes, have you filed an amendment to the Exhibit C? Yes ☐ No ☐

If no, please attach the required amendment.

27. SHORT FORM REGISTRATION STATEMENT

Have short form registration statements been filed by all of the persons named in Items 5 and 7 of the supplemental statement?

Yes ☒ No ☐

If no, list names of persons who have not filed the required statement.

Not applicable

The undersigned swear(s) or affirm(s) that he has (they have) read the information set forth in this registration statement and the attached exhibits and that he is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his (their) knowledge and belief, except that the undersigned make(s) no representation as to the truth or accuracy of the information contained in attached Short Form Registration Statement, if any, insofar as such information is not within his (their) personal knowledge.

(Type or print name under each signature)

(Both copies of this statement shall be signed and sworn to before a notary public or other person authorized to administer oaths by the agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions who are in the United States, if the registrant is an organization.)

Ted M. Levine

Ted M. Levine

Emanuel T. Ellenis

Emanuel T. Ellenis

Subscribed and sworn to before me at

NEW YORK CITY, NY

this 15th day of AUGUST, 19 67

Malcolm K. Hegel

(Signature of notary or other officer)

NOTARY PUBLIC
STATE OF NEW YORK
County of New York
Commission Expires 1969

My commission expires _____ 19 _____

⁷ The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, constitution, and bylaws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause shown upon written application to the Assistant Attorney General, Internal Security Division, Department of Justice, Washington, D.C. 20530.

March 1, 1967

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
Provincial Building
Halifax, Nova Scotia
CANADA

Re: "INTERNATIONAL YEAR" PUBLIC RELATIONS PROGRAM
ELEVENTH MONTHLY REPORT

Dear Steve:

This monthly report covers DCI's work on behalf of the Nova Scotia Information Service during February for "International Year" Projects:

1. Deuterium Press Tour

This project is now tentatively scheduled for April 23-25. DCI is currently redefining press guest list which we assembled exclusively for this project several months ago. We will be trying for 10 top level science, chemical, and business editors from the United States.

2. Finance Magazine

This publication, planning an "International Issue" this June, was approached by DCI this month. Publisher Jack Frost was interested in a round-up article on Nova Scotia as a leading Canadian example of industrial development.

3. American Management Association

Proposed to the Deputy Minister that he consider a top level "Premier's" or "President's" seminar in Nova Scotia where company presidents in industry would be briefed on latest management techniques (to increase productivity) by outstanding international management experts. We proposed that the American Management Association be approached to handle this project as it has proven experience in the U.S., Canada, Europe, and Latin America.

4. Pittsburgh Trade Mission

Advised you on best way to handle this proposed post-Expo'67 visit to Nova Scotia resulting from the Pittsburgh Investment Luncheon. First step: Ascertain make-up of mission members so most efficient use could be made of their 1 1/2 days in the province. In other words, line up meetings between visiting Pittsburgh manufacturers and their opposite numbers in specific industries.

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5. Overseas Press Club

Met with Nova Scotia trip prize winner, Mrs. Elsa Gilbert and attempted to define story ideas. She has already sold one Nova Scotia story idea (visit of Queen Mother to Nova Scotia) with Diplomat-Status Magazine and we are now working up additional possibilities.

6. Junior Achievement

Tie-in publicity during the month included a photo story featuring the Minister which appeared in the Bristol Myers house organ and stories in a number of New Jersey publications including the Cranford, N.J. Citizen Chronicle. Also suggested to Mr. Ken Roden that he send copy of Congressional Record write-up of JA's "Operation Nova Scotia" to the chief editorial writer of the Halifax Chronicle Herald.

7. International Fishing

Working up story outline to present to Fortune Magazine feature writer (Wysinski) who attended recent Premier's press luncheon in New York. Idea: To publicize Nova Scotia's remodernisation of fishing fleet and processing plants (National Sea Foods).

That's it on the international front.

Sincerely,

Manny Ellenis

ME:ic
Encl.

April 10, 1967

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
Provincial Building
Halifax, Nova Scotia
CANADA

Re: "INTERNATIONAL YEAR" PUBLIC RELATIONS PROGRAM
TWELFTH MONTHLY REPORT

Dear Stewart:

Here is a digest of DCI's activities for the Nova Scotia Information Service during the month of March on this particular program:

1. National Real Estate Investor

This publication published a two column story in its International Section on Nova Scotia's industrial incentives.

2. Junior Achievement

Working closely with Ken Roden of Junior Achievement, scheduled speaking engagement for Deputy Minister April 4th before the JA group in Elizabeth, N.J. Also worked out and clarified many details involving "Operation Nova Scotia." These details included names of outstanding Nova Scotians to receive JA Plaques and Keys as well as various additional itinerary details.

JA "Operation Nova Scotia" publicity during the month included stories in the Rahway Record, Clark, N.J. News, Cranford Bulletin.

3. Deuterium Press Tour

DCI during the month developed a press guest list of 61 U.S. business editors with newspapers, magazines, wire services and chemical and nuclear publications. Also put on list U.S. editors of foreign publications. We also drafted letter of invitation which we sent to you for your consideration. During the month DCI staff approached editors to sample opinion and as of now I believe we will have a turn out of 15 to 20 editors. Also, we began to work with Gerald Maudell, Assistant to the President of Deuterium Corporation of New York. We plotted out a coordinated program and he began work on press kit components which DCI will edit if necessary.

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Deuterium Press Tour (Continued)

Preliminary work on the Deuterium project also included personal contact with such publications as Business Week, Chemical Week, Journal of Commerce, Finance Magazine, and Financial Times of London.

Sincerely,

Manny Ellenis

ME:ic
Encl.

March 1, 1967

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
Provincial Building
Halifax, Nova Scotia
CANADA

Re: "BASIC" PUBLIC RELATIONS PROGRAM

Dear Stew:

Here is DCI's monthly report covering our activities and accomplishments on behalf of the Nova Scotia Information Service during the month of February.

1. DAVI Convention -- Atlantic City, N.J., April 2 - 6

DCI established contact with Richard Nibeck, Convention Coordinator. Arranged for Nova Scotia tv education team to present 1½ hour lecture before 200 professionals attending convention. Nova Scotia will give second lecture on mobile reading program. Also crystallized plans for Nova Scotia lobster dinner for top level audio visual educators in the U.S. and for the press (Monday, April 3rd, Holiday Inn). DCI obtained suggested guest list and is currently working out publicity planning in conjunction with DAVI press attacks.

2. Modern Industry Magazine

The February issue, completely devoted to industrial development trends in the U.S., included a box story describing industrial incentives offered by Nova Scotia's Industrial Estates Limited. Placed by DCI.

3. Chemical Week

Have interested Senior Editor, Tony Plombino, in press tour of province in early summer.

4. Industrial Inquiries

During the month DCI fielded the following inquiries:

- . Washington, D.C. consultant to consortium of six U.S. middle sized companies seeking North American location for British markets. Relayed interest to the Deputy Minister who acted immediately.
- . Provided data and literature to Marx Realty Co., New York City, whose client is interested in building a department store in Nova Scotia. Informed Deputy Minister.

more

- . Processed inquiry resulting from last year's garment mailing and study and sent to Halifax for follow-up. Ski wear manufacturer.
- . Provided information to West Coast manufacturer of plastic lobstertrap.

5. Advertising Women of New York

Advised on whether Nova Scotia should donate prize for group's annual fund raising ball. Served as liaison, made necessary arrangements, and will arrange for the prize (30 pounds of fresh lobster) to be delivered to the prize winner.

6. British American Oil

Revised your release for U.S. press, reproduced, and distributed via messenger and mail to key newspapers and petroleum and chemical industry journals.

Wall Street Journal, Journal of Commerce, New York Times, Platt's Oilgram, have used the story to date.

7. West Coast Luncheon Publicity

Publicity returns resulting from the Los Angeles luncheon continued to come to our attention last month. These included:

- . Story and favorable editorial in South Pasadena Review (three column photograph).
- . Glendale News Press.
- . Alhambra Post Advocate.
- . North Hollywood Valley Times.
- . North Hollywood Citizen News.

Also KFOL-Radio, Los Angeles, which claims to have the largest radio audience in Southern California in prime time, is planning a "Nova Scotia--New Frontier" commentary. Am sending special material now.

DCI sent to the Deputy Minister list of San Francisco travel agents who accepted invitation to the travel reception.

8. Chimes Magazine

Sent this religious magazine selection of scenic black and white photographs for use on their cover.

9. Society of Industrial Realtors

Obtained prints of W.S.K. Jones receiving the S.I.R. award, sent to National Real Estate Investor. Photograph appeared in S.I.R. Newsletter as well.

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10. Mid Mac Egg Processors

Sent press release announcing this new egg processing plant to selected U.S. food industry publications.

11. N.Y. Stock Exchange

Arranged for your office to receive 10 copies of "You and the Investment World."

That's it!

Sincerely,

Manny Ellenis

ME:ic
Encl.

April 10, 1967

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
Provincial Building
Halifax, Nova Scotia
CANADA

Re: "BASIC" PUBLIC RELATIONS PROGRAM

Dear Steve:

Here is DCI's report covering our activities and achievements for the Nova Scotia Information Service during the month of March.

1. Headliners' Awards, March 31 - April 2nd

Through our contacts, arranged for the Deputy Minister to attend 35th Annual press get-together where top TV, radio and print journalists would receive awards for outstanding work.

2. DAVI Convention -- April 2 - 6th

Prepared Guest List for Nova Scotia sponsored dinner, April 3rd at Mackney's Restaurant. Also drafted talk for use by the Deputy Minister before this group. Made all arrangements, handled RSVPs. Drafted press release which was sent to 200 U.S. business publications. Worked closely with Henry Gates of NSIS to maximize effort.

3. Nova Scotia Light & Power Story

This DCI release describing NBL & P's dual purpose power station has been published in National Real Estate Investor, Area Development Magazine and the World Journal Tribune.

4. Nova Scotia "Firsts" Cartoon

First returns of this DCI conceived syndicated cartoon came to our attention during the month. It has been picked up by 50 U.S. newspapers with a total of 250 appearances anticipated.

5. British American Oil Story

This DCI press release published by Platt's Oil Gram and Tulsa (Tex.) Daily World during the month.

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6. KPOL Radio (Los Angeles)

DCI sent special material to this radio station which claims the largest adult audience in Southern California. Result: 10 minute Commentary in prime time on Nova Scotia. Sent you copy of the script.

7. Los Angeles Follow-Up

At Deputy Minister's request, collated and packaged list of travel writers and travel agents invited to Nova Scotia travel reception in Los Angeles.

8. National Foreign Trade Convention -- 1967

Secured permission from NFTC Vice President to stage third consecutive Nova Scotia sponsored lobster dinner to select NFTC members attending annual conference at the Waldorf-Astoria. Also reserved same space as last year. Date: Tuesday evening, October 31, 1967.

9. Students Dormitory Building

Asked Len Canfield to develop additional material on story dealing with Halifax university students financing new dormitory building.

10. Nova Scotia Technical College Newsletter

Sent copies to 25 leading U.S. technical and scientific publications.

11. Promotional Steins

Explored costs and quality of Nova Scotia inscribed stein which we should consider mailing to Investment Luncheon guests as a follow-up promotion. Will be sending you sample with sample inscription and prices very shortly.

12. Esquire Magazine

Sent you copies of copy and photo depicting Clairtone stereo unit which appeared in December issue. Direct result of Clairtone press tour in which Virginia Reilly, Gift Editor, participated.

13. Industrial Inquiry

Relayed to Sid Hughes inquiry by New York paper manufacturer for substantial quantities of familiar household paper product which might be provided by Nova Scotia producer.

14. Quick Frozen Foods

Sent you round-up article on Atlantic province's frozen seafood industry which is largely based in Nova Scotia.

That's it.

Sincerely,

Manny Ellenis

ME:ic
Encl.

May 8, 1967

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
Provincial Building
Halifax, Nova Scotia
CANADA

Dear Stew:

This is the first of 12 monthly reports covering DCI's activities and achievements on behalf of the Nova Scotia Information Service for fiscal year 1967-68. As agreed, the monthly retainer fee is U.S. \$2750.00 plus expenses which will be documented in each report.

This monthly report covers activities and achievements for the month of April:

1. National Headliners Awards -- March 31 to April 2nd

Don Short and I attended this three day event in Atlantic City with the Deputy Minister to make certain he met all of the top newsmen and dignitaries participating.

Mr. Knight was introduced at the award luncheon meeting and it was made clear to the top group of journalists that a key Nova Scotian official was present.

2. DAVI Convention -- April 2 to 6th

Handled all arrangements for Nova Scotia sponsored lobster dinner in Atlantic City. About 80 key educators attended. Also top press and Atlantic City officials who presented the Deputy Minister with several key awards. DCI also drafted speech for use by Mr. Knight as well as press release which was sent to 150 U.S. business publications and financial editors.

To date this release has appeared in the Journal of Commerce, Business Abroad, and Atlantic City Press.

3. Smithville, N.J.

During his stay in Atlantic City, DCI arranged for Mr. Knight to obtain a VIP tour of Smithville, a highly successful tourist operation built around a replica of a 19th Century New Jersey village.

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4. DAVI Publicity

A number of educational publications plan articles on Nova Scotia's ATV program including Scholastic Teacher and File News.

5. Junior Achievement

Arranged for the Deputy Minister to inspect JA headquarters in Elisabeth and to address group from whom 28 prize winners will be named for "Operation Nova Scotia" trip. With Ken Roden, set up pictures. Publicity to date has appeared in:

1. The Daily Journal.
2. Hillside Times.
3. Linden Leader.
4. Cranford Citizen & Chronicle.
5. Rahway Record.
6. Newark Star Ledger.

6. American Banker

Placed 1500 word article for Minister's signature in this only banking daily publication in the United States. Story appeared in good position with two pictures.

7. Dual Purpose Power Station Story

During April, this story which DCI wrote appeared in Industrial Development Magazine and Connecticut Motorist.

8. Nova Scotia Cartoon

To date this DCI created cartoon depicting "Nova Scotia Firsts" has appeared in 150 United States newspapers.

9. Information Service

Sent Deputy Minister annual reports of two expansion minded U.S. companies. These were Indian Head Mills, whose Assistant to the President will be in Nova Scotia on JA's "Operation Nova Scotia," and Chas. Pfizer & Co.

10. Deuterium Press Tour

This was the major project for the month and consumed 70% of my time. Work included:

1. Working out most efficient way to get to Sydney. Finally decided on charter.

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10. Deuterium Press Tour (Continued)

2. Followed up personally with invited press. Answered questions and sent them detailed itinerary letter.
3. Put together preliminary press kit.
4. Coordinated efforts with you and Gerald Mandell of Deuterium.

That's it for April. A very active month.

Sincerely,

Manny Ellenis

ME:ic
Encl.

June 2, 1967

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
5670 Spring Garden Road
Halifax, Nova Scotia
CANADA

Dear Stew:

Here is DCI's report covering achievements and activities during the month of May on behalf of the Nova Scotia Information Service:

1. Destarium of Canada Limited

Working closely with the N.S.I.S., DCI arranged for U.S. and U.K. business editors to attend the official opening of the world's first commercial scale heavy water plant on May 1st. Despite an incredibly difficult journey because of fog conditions, publicity results were excellent in the national U.S. business press.

These publicity results included:

1. A major two column feature in the Wall Street Journal of May 9th.
2. A three page feature in Business Week, the most prestigious American weekly business publication. Week of May 13th.
3. A three column photograph of the heavy water plant in the Boston Globe, May 5th.
4. A full page feature in the Boston Globe, May 7th.
5. A three column feature in the Boston Herald Traveler, May 3rd.
6. A full feature in the United States Investor, May 15th.
7. A story in Business Ahead, May 15th.
8. A cover story plus four pages of text and pictures in Chemical Week, leading American chemical industry publication, May 13th.
9. A story in Nucleonics Week, May 25th.

more

Dunkering of Canada Limited (Continued)

10. A comprehensive story in Chemical & Engineering News, May 8th.

11. A four-page story in Wall Street & U.S. Business, April issue.

2. Junior Achievement -- "Operation Nova Scotia"

This public relations program culminating in a tour of Nova Scotia by 25-28 top New Jersey Junior Achievers, continued to produce good publicity results in the New York metropolitan area, including:

1. Elizabeth (N.J.) Journal (two stories and one editorial)
2. Atom Tabloid
3. Carteret Press
4. Newark Star Ledger

In addition, John Le Maire, editor of New Jersey Business, who is accompanying the group to Nova Scotia, plans to do a major photo feature on his trip following his return.

3. Journal of Commerce

During the month, DCI placed a 1200 word feature for the June 9th edition of the Manufacturing Chemists Association special supplement. The story will emphasize Nova Scotia's growing chemical and petrochemical industry.

4. American Industrial Development Council

Two Nova Scotia publications entered in the annual AIDC publication awards competition won two major prizes, marking the first time any state or province has earned this distinction in the 40-year history of this national professional industrial development association. DCI is arranging for N.S.I.S. to receive the ribbons marking this distinction.

5. Los Angeles Commercial News

One thousand word article on Nova Scotia's plant location advantages for California companies appeared in the May issue of this leading Southern California business publication catering to international investments and trade. Article carried the Minister's by-line and included his picture as well as photograph of Messrs. Urey and Spavack at opening of the heavy water plant.

6. New Projects

During the month, DCI put forth three ideas for possible implementation in coming months. These include: a) the press opening of the Anil Hardboards plant, b) a Nova Scotia Art Exhibit at the First National City Bank,

New Projects (Continued)

c) a mailing to electronics manufacturers based on General Instruments, Clairtone, E.M.I. Connor.

7. Miscellaneous Projects

These included ... a special mailing by DCI aimed at members of the Greater Pittsburgh Chamber of Commerce stimulating them to participate in the forthcoming mission to Expo 67 and Nova Scotia ... work on completing the Nova Scotia Investment Portfolio to tourist facilities investors (for Mr. V. Michael Knight) ... and transmittal of various articles on Nova Scotia to officials in the Department of Trade and Industry.

That's it for May ...

Sincerely,

Manny Ellenis

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Encl.

July 13, 1967

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
5670 Spring Garden Road
Halifax, Nova Scotia
CANADA

Dear Stew:

The following report chronicles DCI's work program on behalf of the Nova Scotia Information Service during the month of June:

1. Anil Hardboard of Canada Ltd. Official Opening

This joint N.S.I.S.-D.C.I. effort brought an exceptionally influential group of U.S. business editors and bank analysts to Nova Scotia to cover the first Indian investment in the Western Hemisphere.

DCI compiled the basic U.S. business press invitation list, handled all aspects of telephone contact and follow-up invitations in writing. DCI also accompanied the group to Nova Scotia and our advance public relations work with the airlines made it possible for our contingent to arrive in Halifax despite a 1½ hour delay on the first leg of our journey.

Among U.S. business editors who attended were:

- . Tom O'Hanlon, Fortune
- . Ray Brady, Dun's Review
- . Sidney Goldberg, North American Newspaper Alliance
- . Sidney Fish, Journal of Commerce
- . Edwin Tetlow, London Economist
- . James Houtrides, Chemical Week
- . P.R. Reddi, Indian Express Newspaper
- . J.K. Banerji, Hindusthan Standard
- . Deborah Bottoms, Business Abroad
- . Tony Briggs, Business International

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DCI also suggested a background luncheon briefing for the Minister for which we provided a speech outline.

2. Journal of Commerce

The 1000 word story placed and written for the Journal of Commerce's Manufacturing Chemists Association special supplement appeared during the month with the Minister's by-line.

3. Nation's Business

Also during the month, interested Jeffrey O'Neil, Senior Editor, in story on Nova Scotia's Voluntary Economic Planning Program. Nation's Business has a national circulation of 800,000 and is the U.S. Chamber of Commerce's official publication.

4. Finance Magazine

Provided additional information to Ralph Berens who participated in the recent heavy water plant press tour. Berens is now planning a Nova Scotia issue for either October or November.

5. Chemical Processing Magazine

This well regarded chemical industry publication published a long article on the heavy water plant and sundry chemical expansion in Nova Scotia, following the associate editor's attendance at the opening of Deuterium of Canada Ltd.

6. Imperial Oil

Revised story, sent it along with photograph of largest vessel to berth in an East Coast port, to the leading shipping and business publications in the U.S.

7. International Tuna Cup Match

At request of N.S.I.S., revised and updated basic list of sports editors to receive invitation to cover this fishing tournament.

8. Dorset Mills

Revised press release for U.S. use, sent to 20 U.S. food processing publications.

9. Junior Achievement

Publicity results continued to develop during the month. Latest known appearances include the following publications in New Jersey:

- . Hillside Times
- . Cranford Chronicle

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- . Newark Star Ledger
- . Rahway Bulletin
- . Clark Patriot
- . Rahway News Record
- . Passaic Herald-News
- . Elizabeth Daily Journal
- . Roselle Spectator
- . Linden Leader
- . Sunday Star Ledger

Important: New Jersey Business Magazine plans a feature article based on editor John LeMaire's trip to Nova Scotia with the JA group for July publication.

Also, at the request of Henry Gates, secured names and addresses of the 26 JA Sponsors' Company Publications.

10. Pittsburgh Mission Follow-Up

At request of the Deputy Minister, sent two lobster aprons to each of the Pittsburgh manufacturers who visited Nova Scotia during the month, along with a brief note.

11. Overseas Press Club

With your kind help, made necessary arrangements for Mrs. Elsa Gilbert, one of the two OFC "Nova Scotia Night" prize winners, to make trip to Nova Scotia in July. Mrs. Gilbert is a free lance writer of some note. One of her first Nova Scotia articles is scheduled to appear in the October issue of Scholastic Magazine.

12. American Advertising Womens Association

Arranged for winner of Nova Scotia prize at last winter's annual ball to receive the prize, approximately 40 pounds of gunning Nova Scotia lobster.

13. Unique Tunnel Photograph

Asked you for 10 copies of photo which appeared in the Halifax Chronicle Herald showing largest tunnel piping construction in North America. Will send to construction press in the U.S.

14. Wall Street Journal

Drafted and sent suggested letter to the editor of the WSJ for the Minister's signature. Letter appeared during the month of June with headline: "Mod from Nova Scotia."

15. Tourism Story

Revised press release on Nova Scotia striped bass, sent it to 20 top U.S. sports publications. Also sent release on opening of Pines and Keltic Lodge to top travel publications.

16. Plastics News

Sent N.S. newsletter on expansion and diversification in plastics to leading trade publications.

Stev, on a more personal note, I do want to thank you for the courtesy and kindness you extended to my wife, Jean and I, on our recent trip.

Sincerely,

Manny Ellanis

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REGISTRATION SECTION

August 1, 1967

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
5670 Spring Garden Road
Halifax, Nova Scotia
CANADA

Dear Stew:

Here is DCI's report covering activities on behalf of the Nova Scotia Information Service during the month of July. It turned out to be an exceptionally busy period for what is normally the summer doldrums.

1. Anil Hardboard of Canada Ltd.

To date, DCI has detected the following articles which have appeared as the direct result of our work associated with the official opening of this first Indian investment in North America attended by top business editors:

- a. Business Abroad - Deborah Bottome wrote a story with picture on the plant opening as well as a lengthy story on Indian investment policy resulting from an interview with Mr. Jolly.
- b. Business International - Tony Briggs wrote an excellent piece for this highly influential publication read by the top international investment decision makers. The headline, "Nova Scotia Draws More Investors - Even From India," makes this a solid reprint possibility.
- c. New York Times - DCI worked out a good story on the same subject by persuading the Assistant Financial Editor in New York to assign the Toronto correspondent to do the story.
- d. Chemical Week - Another good story was turned in by James Houtrides who wrote a two column piece with photograph.
- e. Journal of Commerce - Two separate stories were generated by Sid Fish, one with an eye catching headline, "Nova Scotia Lures Many New Plants."

In addition, follow-up work disclosed that these articles are now being planned by editors who participated in the Anil press tour:

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- a. London Economist - We provided Edwin Tetlow with additional information. Story will soon appear in this most influential publication in Europe.
- b. Dun's Review - Also worked out additional information for editor, Ray Brady, who will publish a Nova Scotia feature in the September issue.
- c. Fortune - Tom O'Hanlon failed to get the Jolly profile through his Editorial Board because Mr. Jolly's assets evidently were below Fortune editorial minimums. However, Mr. O'Hanlon wants to do a Nova Scotia feature and so I have sent you a memo on a story idea based on the surprising number of top industrialists and political figures this small Canadian province has given to the world at large.

2. Junior Achievement

This major public relations project continued to more than pay its way in the form of major publicity. Among stories appearing during July were:

- a. New Jersey Business Magazine - John Lefaire, who participated in the New Jersey Junior Achievement group's tour of Nova Scotia in June, has written an extremely favorable story on Nova Scotia with many fine photographs. This publication is read closely by the 15,000 manufacturers located in the state of New Jersey, among the most industrialized U.S. states.
- b. International Commerce - Another good sized feature appeared in the official publication of the U.S. Department of Commerce which is read by virtually every important manufacturer in the United States, particularly those involved in foreign investment and trade.
- c. Local New Jersey Newspapers - Stories describing the Nova Scotia tour also appeared in the Aton Tabloid and other local publications.

3. Newsweek

Alerted American Editor, Lois Pearson, about Mr. Stanfield's decision to run for the leadership of the Conservative Party. This is germane because such a story could describe Nova Scotia's highly successful industrialization program for which the Premier gets major credit.

4. Society of Industrial Realtors

Informally suggested to S.I.R. officials in Washington that Nova Scotia might sponsor a Nova Scotia lobster dinner during the group's annual convention in Washington, D.C., along the same lines as the dinner tendered in Boston last Spring. Initial response was favorable but DCI emphasized this was a preliminary informal probe with no commitment from the Department of Trade and Industry. This annual S.I.R. get-together is scheduled for November.

5. Deuterium of Canada Ltd. Publicity

Stories based on the official opening continue to appear. These include the following:

- a. Industrial World - Walter Salm, who participated in the plant opening press tour wrote a four page article with photographs.
- b. Investment Dealers Digest - Another excellent story appeared in this Wall Street publication read by the financial experts who advise industrialists on plant location and new investment areas.

6. All Steel Highway Tunnel

Drafted caption for the largest steel highway tunnel to be installed in North America. Sent story and picture to top U.S. business publications and construction magazines.

7. International Tuna Cup Match

Sent this story announcing the make-up of the American team to the New York Times, other key publications.

8. Fish Marketing Inquiry

Advised New York investor on establishing marketing entity devoted to the merchandising of fresh caught Nova Scotia fish in the U.S. market. Also suggested he contact the Deputy Minister.

That completes the picture for July.

Sincerely,

Manny Ellenis

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Encl.

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14. (a) RECEIPTS - MONIES

<u>Date</u>	<u>From Whom</u>	<u>Purpose</u>	<u>Amount</u>
3/13/67	Nova Scotia Trade & Industry Dept.	Fee	\$4166.66
4/17/67	Nova Scotia Trade & Industry Dept.	Fee and expenses	6674.66
4/21/67	Nova Scotia " "	" Fee	3624.99
6/19/67	Nova Scotia " "	" Fee and expenses	3436.09
			<u>\$17,902.40</u>

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15. (a) DISBURSEMENTS - MONIES

All the following expenditures were made on behalf of our Nova Scotia Trade & Industry Department client:

<u>Date</u>	<u>To Whom</u>	<u>Purpose</u>	<u>Amount</u>
1/23/67	Frank Knight	artwork	\$1180.00
2/9/67	Burrelle's	clippings	86.25
2/9/67	Dunbar Customs Service	clearance-delivery	10.42
2/9/67	Overseas Press Club	entertainment	65.98
2/9/67	Area Development	advertisement	460.23
2/9/67	McGraw-Hill	publication	3.00
2/9/67	No. American Press	publication	500.00
2/9/67	Reliable Travel	fare	329.61
2/9/67	Western Union	wire	66.34
2/9/67	Lawrence Letter	printing	31.50
2/21/67	Cathay Travel	fare	301.83
3/2/67	Wide World Photos	photos	61.10
3/2/67	Painmont Hotel	lodging	153.14
3/2/67	H. T. Ellenis	expenses	71.35
3/17/67	Todd Photoprint	photostats	105.66
3/30/67	H. T. Ellenis	expenses	150.00
4/17/67	Burrelle's	clippings	92.14
4/14/67	H. T. Ellenis	expenses	13.84
4/21/67	H. T. Ellenis	expenses	22.50
4/27/67	H. T. Ellenis	expenses	100.00
5/11/67	Copy Art	photos	8.08
5/11/67	Western Union	wire	38.44
5/11/67	Frank H. Hevens	photos	37.50
5/11/67	Studio 9	photos	25.00
5/11/67	Cathay Travel	airfare	28.87
5/11/67	Tra Hman & Co.	customs clearance-delivery	13.67
5/11/67	T.P.C. Associates	insurance	181.50
5/11/67	Boston Globe	expenses	51.00
6/14/67	Aprons for Industry	delivery	22.00

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6/22/67	M. T. Ellenis	expenses	23.55
6/22/67	Fay Foto Service	photos	6.00
6/22/67	The Chronicle Herald	subscription	32.00
6/29/67	E. T. Ellenis	expenses	100.00
6/29/67	Cathay Travel	airfare	179.54
7/24/67	Todd Photoprint	photostats	19.15
7/24/67	Burrelle's	clippings	85.00
7/24/67	Don Short	expenses	45.93
7/27/67	Todd Photoprint	photostats	5.25
			<hr/>
			\$ 4,707.37